

## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



# AGRICULTURAL COOPERATION

November 16, 1929.

Vol. VII, No. 23.

## NATIONAL GRAIN MARKETING ASSOCIATION FOR FARMERS

Grain cooperatives of the United States have created the Farmers' National Grain Corporation to function as a coordinating force and as a central-market sales agency. This new institution was brought into existence by the filing of articles of incorporation at Wilmington, Del., on October 29, 1929. It is farmer-owned and farmer-controlled in that it is the creation and the agent of the farmers' elevator associations, the farmers' wheat pools, and the farmer-owned and -operated selling agencies in the larger grain markets.

The new corporation starts with an authorized capital stock of \$10,000,000 divided into 100,000 shares of \$100 each. Only farmers' elevator associations, grain pools, and grain sales agencies are eligible to subscribe for stock. Dividends on capital stock are limited to 8 per cent, but no dividends are payable until outstanding capital stock and surplus amount to \$20,000,000.

There are to be 19 directors, 7 representing farmers' elevator associations, 5 representing grain pools, 5 representing grain sales agencies, and 2 representing the public, one of these to be nominated by the American Farm Bureau Federation, and one by the National Grange, Patrons of Husbandry.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION  
COLLECTED BY THE  
DIVISION OF COOPERATIVE MARKETING  
FEDERAL FARM BOARD  
WASHINGTON, D.C.

CONTENTS

	<u>Page</u>
Grain:	
National grain marketing association for farmers.....	445
Canadian pool settles for coarse grains.....	447
Net earnings regularly for twenty years (Mont.).....	447
Reserve certificates issued to cover deductions (Sask.).....	448
Refunds for patrons of Ohio elevator association .....	448
Increased business for an Ohio Equity Exchange .....	449
An Illinois farmers' elevator.....	449
Fruits and vegetables:	
New York fruit association ships many cars .....	450
Association of Arkansas grape growers .....	451
Acreage gains for Fruit Growers' Exchange (Calif.).....	451
Dairy products:	
Michigan creamery active nineteen years .....	452
Three-year-old creamery in million-pound class (Nebr.).....	452
Michigan creamery increases output greatly .....	453
Saskatoon has 100 per cent milk pool (Can.).....	453
Poultry products:	
Saskatchewan growers learn to dress poultry.....	454
Manitoba pool preparing for heavy shipments .....	454
Kansas creamery handling eggs.....	454
Cooperative marketing of turkeys.....	455
Three turkey pools for Minnesota producers .....	455
Tobacco:	
Tobacco farmers own storage house (Ky.).....	456
Analysis of affairs of Tri-State Tobacco Association .....	456
Livestock:	
Corporation finances stock feeders (Ill.) .....	457
Cotton:	
Staple Cotton Association opens office in Memphis.....	457
Purchasing:	
Cooperative buying in West Virginia.....	458
Cooperative purchasing in Louisiana.....	458
Education:	
Fourth Cooperative Conference in Pennsylvania.....	459
School for consumers' cooperatives planned (Ill.) .....	459
Virginia to have cooperative conference.....	459
Miscellaneous:	
Resolutions by Wisconsin cooperative leaders .....	460
Study of farmers' potato marketing organization.....	460
Reported by the associations .....	461
Selected list of publications and articles.....	462

# AGRICULTURAL COOPERATION

November 16, 1929

Vol. VII, No. 23.

## CANADIAN POOL SETTLES FOR COARSE GRAINS

One million, six hundred thousand dollars went into the mails on November 4 as final payments to Saskatchewan and Manitoba grain growers who sold their oats, flax, barley, and rye through the coarse grains pools of those provinces. The payments being made by the provincial pools are, in all but a few cases, net payments to the growers, as deductions for reserves and operating expenses were made from previous payments.

Figures showing the quantities of grain handled are given below:

Province	Oats (Bushels)	Flax (Bushels)	Barley (Bushels)	Rye (Bushels)	Total (Bushels)
Saskatchewan	8,575,089	1,019,710	6,375,011	3,364,532	19,334,342
Manitoba	2,215,550	172,349	12,876,124	529,190	15,793,213

This made a grand total of 35,127,555 bushels for the two pools, with a total final payment of \$1,601,530.

-----0-----

## NET EARNINGS REGULARLY FOR TWENTY YEARS

For the past 20 years the Farmers' Elevator Company has operated at Culbertson, Mont., and in that time has made total net earnings of \$95,537. The largest net earnings were those for the 1927-28 year when they amounted to \$13,209. For the year ending May 31, 1929, the gross earnings were \$12,512, and operating expenses amounted to \$7,919, leaving a net sum of \$4,593. Total resources amounted to \$76,445 on May 31.

Quantities of grain handled in different marketing seasons have been as follows:

Year ending May 31	Wheat (Bushels)	Flax (Bushels)	Rye (Bushels)	Oats and corn (Bushels)	Total (Bushels)
1921	79,289	5,402	3,211	6,961	94,863
1922	88,004	3,297	2,555	5,522	99,378
1923	147,144	1,293	7,065	1,417	156,919
1924	94,441	2,770	5,476	-----	102,687
1926	105,418	3,299	1,620	9,219	119,556
1928	212,474	6,259	7,607	* 7,439	233,829
1929	243,045	7,206	5,091	4,197	259,539

\*Barley and oats.

RESERVE CERTIFICATES ISSUED TO COVER DEDUCTIONS

Reserve certificates amounting to \$13,808,805 are being distributed to members of the Saskatchewan Cooperative Wheat Producers, Ltd., Regina, Canada. The sum represents the commercial reserve and elevator deductions credited to members to July 31, 1928, this being the end of the first contract period. A recent report shows that 56 per cent of all the grain handled this year in the province of Saskatchewan was handled through Pool Elevators. During the month of October, 1,003 contracts were received by the Pool. Of these, 709 were wheat contracts, and 294 for coarse grains. Eighty per cent of the contracts for wheat were received from new signers.

-----0-----

REFUNDS FOR PATRONS OF OHIO ELEVATOR ASSOCIATION

An extensive elevator business is being conducted by the Scott Equity Exchange Company, Scott, Ohio. Corn, oats, wheat, clover seed, hay and straw are marketed for the 86 members of the association, and twine, feed, salt, fencing, coal, cement, gravel, and machinery are bought. Eight years' operations of the association are shown in the following table:

Marketing season*	Sales	Net earnings	Paid-in capital	Undivided surplus
1921-22	\$178,294	\$3,484	---	---
1922-23	244,572	6,713	---	---
1923-24	237,168	6,683	\$16,921	\$ 6,444
1924-25	246,300	5,124	---	---
1925-26	248,062	9,595	21,231	13,593
1926-27	352,728	14,870	22,902	23,144
1927-28	234,859	5,505	24,242	18,677
1928-29	222,120	4,053	24,184	18,491

\* Year ending June 30.

For the year ending June 30, 1929, total assets of the elevator amounted to \$46,403, showing an increase over the previous year of \$2,667. Paid-in capital of \$24,184 and a surplus of \$18,491 was shown at the end of the year.

Since 1919, the date of organization, total dividends have been paid to members of this association to the amount of \$32,500. At the end of the 1923-24 season \$3,514 was reserved for proration among members and out of a surplus of \$13,593 on June 30, 1926, \$5,319 was set aside to be prorated. For the year ending June 30, 1929, a dividend of \$4,173 was paid to members out of the surplus of the year before.

INCREASED BUSINESS FOR AN OHIO EQUITY EXCHANGE

The volume of business for the Convoy Equity Exchange Company, Convoy, Ohio, amounted to \$285,806 for the year ending May 31, 1929, compared with \$275,564 for the preceding year, an increase of more than \$10,000. This association, which has been operating since May, 1915, is engaged principally in the marketing of grain, but ships livestock, markets hay and wool for its members, and also purchases supplies for them. Net earnings of the elevator for the past eight years have ranged from \$1,592 to \$10,198. The total earnings for the eight-year period were \$34,330. Out of the surplus at the close of the 1927-28 year a dividend of \$5,242 was paid. The net worth of the company for the year ending May 31, 1929, was \$26,451, with share capital outstanding amounting to \$21,242, which indicated a market value for the stock of 125 per cent.

-----0-----

AN ILLINOIS FARMERS' ELEVATOR

Three grain elevators are being operated by the Farmers' Elevator Company of Manteno, Ill. The handling of grain, lumber and coal make up a fair proportion of the total business of the association; supplies in smaller quantities are purchased for members. This association has been active since 1914. Then it had a membership of 162, which has increased to 260.

The value of farm products sold, net earnings, and surplus for six years is given in the following table:

Marketing season*	Sales	Net Earnings	Surplus
1923-24	\$401,939	\$1,862	\$13,590
1924-25	455,077	5,527	19,118
1925-26	358,300	1,477	17,892
1926-27	348,378	1,334	18,655
1927-28	334,241	5,811	24,466
1928-29	298,984	4,398	26,076

\* Ending June 30.

For the year ending June 30, 1929, the capital stock of the association amounted to \$39,475 and there was a surplus on hand of \$26,076. Each year since 1923-24 has shown an increase in the surplus account. The total amount of sales for the past year was \$298,984, \$219,960 of which was received for the wheat, corn, oats and barley marketed, \$44,878 for building materials, \$16,357 for coal, and the remainder for twine, feed, fencing, seed, etc.

NEW YORK FRUIT ASSOCIATION SHIPS MANY CARS

A cold storage plant, a factory for making fruit packages, and a petroleum-products' station are operated by the Clintondale Fruit Growers' Association, Clintondale, N. Y. In addition the association buys fertilizers, insecticides, spraying material, lime and other supplies for its members.

During recent years from 200 to 400 cars of fruit have been handled each season. The greater part of this quantity has been carlots of apples. Some years, however, grape shipments have amounted to more than 60 car loads, and in the 1926-27 season there were 120 car loads, as is indicated below:

Marketing season	Apples (Cars)	Pears (Cars)	Grapes (Cars)	Currents (Cars)	Miscellaneous (Cars)	Total (Cars)
1922-23	91	69	53	26	* 2	241
1923-24	136	27	45	22	* 2	232
1924-25	129	11	63	28	* 4	235
1925-26	# 223	12	65	18	* 4	322
1926-27	# 238	10	120	16	* 19	403
1927-28	220	10	81	15	35	361

\* Including cherries and frozen fruit.

# Including bulk, export and cider apples.

Sales of farm supplies for the 1928-29 season amounted to \$60,765, and sales of petroleum products totaled \$79,084. Income from commissions on sale of fruit was \$6,391, and income from cold storage charges amounted to \$33,560. Ice sales were \$3,475, and \$1,124 was received from the sale of cider apples.

Business transactions for the last seven years have been as follows:

Marketing season	Farm supplies	Gasoline and oils	Miscellaneous income*	Total business
1922-23	\$55,796	\$ - - -	\$34,675	\$ 90,471
1923-24	77,878	9,367	40,788	128,033
1924-25	61,139	33,240	50,500	144,879
1925-26	81,658	51,684	38,949	172,291
1926-27	79,818	66,424	43,366	189,608
1927-28	85,151	76,660	41,558	203,369
1928-29	60,765	79,084	44,969	184,818

\* Commissions, storage, charges, etc.

ASSOCIATION OF ARKANSAS GRAPE GROWERS

A cooperative association has been formed at Sulphur Springs, Ark., under the name of Ozark Colony Grape Club, for the purpose of developing, maintaining and caring for vineyards. Membership goes with the land, each member being entitled to as many votes as he owns tracts of land.

The association is organized under the Arkansas cooperative law as a nonprofit enterprise. It is expected that by means of collective activity, the cost of caring for the vineyards and developing market outlets will be reduced to the minimum.

The management of the association expects eventually to establish processing plants for manufacturing grape juice, marmalade and other grape products.

The association was incorporated in 1927 and now has a membership of 120.

-----0-----

ACREAGE GAINS FOR FRUIT GROWERS EXCHANGE

A net gain of 12,238 acres of orchards in the year ending June 1, 1929, is reported by the California Fruit Growers Exchange, Los Angeles. Eight associations joined the Exchange during the year and four more have come in since July first, and one has withdrawn. Also a number of individual growers have joined Exchange locals.

Records of gains and losses in membership and acreage are compiled each year by the Growers' Service Bureau. The manager of this bureau states that some of the new member associations have been marketing their fruit successfully for many years under well known brands and he considers their uniting with the Exchange as a testimonial to the soundness of the marketing policy of the organization.

The number of acres actually signed last year on new contracts was 18,814, consisting of 15,665 acres of oranges, 1,275 acres of lemons, and 1,874 acres of grapefruit. Of this total, 3,533 acres represented change in membership from one Sunkist association to another. Three thousand, forty-three acres were lost through withdrawals, etc., leaving the net gain 12,238 acres. Of this, 4,254 acres are young orchards not yet bearing, leaving the net gain of bearing trees 7,984 acres, with a producing capacity estimated at 4,000 car loads.

At the close of the fiscal year the number of grower-members in the Exchange was approximately 12,000.

MICHIGAN CREAMERY ACTIVE NINETEEN YEARS

In the fiscal year ending February 6, 1929, the Grant Creamery Company, Grant, Mich., made 151,454 pounds of butter for its members and paid an average price of 51.1 cents per pound for butterfat. Sales of butter and buttermilk amounted to \$68,609, and sales of seed, feed, salt, and coal came to \$32,609. Earnings from handling supplies came to \$1,747.

The Grant Creamery Company was organized and incorporated in 1910 and is now serving about 300 dairymen. It makes from 150,000 to 200,000 pounds of butter each year. The best record is that for 1922 when 222,000 pounds were made.

The association property is valued at \$3,485, with outstanding share capital to the amount of \$2,870. Income applicable to the payment of operating expense amounted to \$9,538; expenses were \$8,926.

-----0-----

THREE-YEAR-OLD CREAMERY IN MILLION-POUND CLASS

The Farmers' Union Cooperative Creamery Company, Fairbury, Nebr., organized in 1926, stepped into the million-pound class in the fiscal year ending August 31, 1929, by making 1,113,427 pounds of butter. Sales of dairy products, including butter, fluid milk, skim milk, cream, and condensed buttermilk, amounted to \$495,912, compared with \$354,393 the previous year. Even with the larger volume of business there was a decrease in expenses, the total being \$8,896, or \$973 less than in 1927-28.

The creamery company handles eggs and poultry and reports net earnings of \$2,360 on this line of work.

Gross sales in the gasoline department amounted to \$87,463, compared with \$67,237 in 1927-28, an increase of 30 per cent. Net earnings in this department were \$6,850. However, patrons owed the association \$10,880 for gasoline at the close of the year.

Combined earnings on dairy products, eggs and gasoline, amounted to \$19,135, compared with \$10,561 the year before.

The land, buildings and equipment of the association are valued at \$36,794; and mortgaged for \$10,000. There is share capital of \$22,010 and surplus of \$730. All the patronage dividends last year were held in the business and the \$19,175 earned this year will also be retained after paying interest on capital. Nonshareholders whose dividends amount to one share of stock will be paid in stock, and the dividends of shareholders will be credited to them as patronage dividends payable. At the beginning of 1928 there were 500 shareholders and 4,000 patrons.

The manager urges the shareholders to do four things to help: pay cash for gasoline, buy another share of stock in the creamery, keep cream cool and deliver it often, buy the condensed buttermilk to feed hogs.

MICHIGAN CREAMERY INCREASES OUTPUT GREATLY

About 2,000,000 pounds of butter is being made annually by the Constantine Cooperative Creamery Company, Constantine, Mich. The output of the creamery has increased 177 per cent since 1921, in which year it was less than 700,000 pounds. Butter sales for the last business year amounted to more than 876,600, and buttermilk sales came to \$7,682. The cost of making butter has been reduced from 3.24 cents a pound in 1921 to 2.3 cents in 1928.

The association was formed in 1915 and is now serving about 1,500 milk producers.

-----0-----

SASKATOON HAS 100 PER CENT MILK POOL

Milk producers who served the city of Saskatoon, Sask., had a hard time until they formed the Saskatoon Milk Pool in 1927. All milk sold in the city must be from tuberculin-free herds, and all barns and milk houses must pass inspection of the health officers. This makes milk production a specialty, calling for considerable capital, a steady market and a steady price. With four competing distributors, some receiving more milk than they needed and some less, considerable quantities of milk were paid for at surplus prices, and many dairymen were forced out of business.

After organizing three times and failing, the producers formed the Saskatoon Milk Pool in April of 1927 and were successful from the first. By July of that year all the dairymen who had refused at first had come into the Pool and the one distributor who had refused to agree to buy all his milk from the Pool had reconsidered. Since that date it has been a 100 per cent pool and "all on a voluntary basis."

The three preceding organizations which failed were all price-bargaining concerns. The Milk Pool is organized to handle milk, after the plan of the Twin City Milk Producers, St. Paul, Minn. The membership fee is \$10 and the original contract was for three years, now extended to five years.

Recognizing the need for capital, the association organized a subsidiary Share Capital Association on the basis of \$25 a share, each member taking as many shares as he had cows. Members were not required to pay money on these shares, but in case of an emergency the Pool can draw on them and raise about \$50,000. Now the Pool has purchased a plant where it separates all the cream used in the city and manufactures skim milk into powder. The plant was purchased entirely from deductions from milk checks, never exceeding 5 per cent.

At first the Pool handled about 700,000 pounds of milk a month. Now it handles about 1,250,000 pounds, all from tuberculin-free herds and licensed dairy farms. The number of dairymen in the district has increased greatly.

SASKATCHEWAN GROWERS LEARN TO DRESS POULTRY

In order to secure the best markets for Saskatchewan poultry, the Markets Branch of the Provincial Department of Agriculture has conducted numerous demonstrations of approved methods of killing, dressing and grading. Five groups gave 44 demonstrations from November 1 to 16, each group at a different point each day. Local secretaries cooperated in making the arrangements and in distributing publicity matter.

The Poultry Pool, the members of which are attending the demonstrations quite generally, has set its objective as "one million pounds of dressed poultry to market this fall."

-----0-----

MANITOBA POOL PREPARING FOR HEAVY SHIPMENTS

The Manitoba Cooperative Poultry Marketing Association, Ltd., is preparing to handle poultry at 120 shipping points. Growers are advised to hold their poultry and ship in the December car load shipments. Persons who are unable to take advantage of the car load service may ship dressed poultry to the Winnipeg branch between December 1 and 14. Upon receipt of such poultry the association will mail a grade and weight statement with a cash ticket for the initial payment of 20 cents per pound for turkeys and 15 cents for other poultry.

Killing and dressing demonstrations will be conducted in all newly formed districts and in several of the old locals. During the latter part of October, annual meetings were held by local units at 109 points.

-----0-----

KANSAS CREAMERY HANDLING EGGS

Since the Farmers' Union Cooperative Creamery and Produce Association began churning on September 21, 1925, it has turned out over 10 million pounds of butter and packed and marketed more than  $7\frac{1}{2}$  million dozen eggs for Kansas producers. On this business the association has earned \$219,002, all of which has been returned to the farmers except what was retained for working capital. Credits in behalf of individual members have been set up for the amounts retained. When the association began operations it had 1,910 members under contract and had established 24 stations for receiving cream. Paid-up share capital amounted to \$7,960. The association made profits from the beginning and these were turned back into the treasury as working capital; working reserves were also built up and the share capital was increased to \$41,000.

The first two years were given to building up the creamery business, then the egg department was set up and began work in January, 1927.

COOPERATIVE MARKETING OF TURKEYS

"Cooperative Marketing of Turkeys in the Northwest" is the title of a preliminary report prepared by Gordon W. Sprague of the Division of Cooperative Marketing. As turkeys are a specialty product and practically all marketed for the Thanksgiving and Christmas holidays, the marketing process has its own peculiar problems. For some of these problems the growers are finding cooperation a valuable aid.

Available statistics indicate a decided westward trend in the volume of turkey production, with the largest production in the West North Central and West South Central sections, and the largest percentage increase in the Mountain States.

The study shows how turkeys are ordinarily marketed, tells what some turkey pools have accomplished, and presents a plan for organizing and operating a cooperative turkey marketing association.

-----0-----

THREE TURKEY POOLS FOR MINNESOTA PRODUCERS

Three turkey pools have been planned this year by the Land O'Lakes Creameries, Inc., Minneapolis, Minn., instead of two as last year. One pool will be for Thanksgiving, one for Christmas, and the other in January. Turkeys for these pools must be in by November 18, December 16, and January 20, respectively. Any poultry received too late to be shipped in the regular cars will be shipped by express at the expense of the owner.

All turkeys will be graded by competent persons either at the creamery or at concentration points at Thief River Falls or Minneapolis. No. 1 turkeys will be marked on the wing with a Land O'Lakes button. Those not good enough to bear the Land O'Lakes brand will be graded No. 2. This will include light weight turkeys, those with crooked breasts, broken wings, etc. Cull turkeys should not be shipped as they are not marketable and must be destroyed. Growers are warned to keep them at home and save freight. Turkeys may be delivered at local cooperative creameries or shipped direct to the Land O'Lakes Creameries, Inc., Minneapolis.

Farmers will receive a cash advance on delivery. Last year the advances ranged from 35 to 20 cents a pound, and the final settlement from 44 to 30 cents.

The association is also planning to handle ducks and geese. As these are more difficult to dress, growers are advised to ship them alive to concentration points wherever possible. However, a booklet has been prepared giving full instructions for selecting, feeding, and dressing ducks and geese. also details of the association's cooling and financing arrangements.

TOBACCO FARMERS OWN STORAGE HOUSE

In 1906 the Equity Home Warehouse Company was organized at Owensboro, Ky. to store tobacco for its members who were affiliated with the American Society of Equity. Later the company became an independent organization, purchased a redrying plant, and handled several crops of tobacco for its members on a pool basis. Still later it purchased a building and operated a loose-leaf warehouse for a number of years. With the organization of the Dark Tobacco Growers' Cooperative Association in 1922, the company sold its loose-leaf warehouse to the new association and since that time has been engaged chiefly in operating its storage warehouse and in renting its redrying plant to dealers.

The annual income of the association is about \$2,000, which is used, after the payment of operating expenses, for dividends on the outstanding \$21,860 of capital stock. The association has a membership of about 300, practically all of whom are tobacco growers.

-----0-----

ANALYSIS OF AFFAIRS OF TRI-STATE TOBACCO ASSOCIATION

A comprehensive "Business Analysis of the Tobacco Growers' Cooperative Association" by John J. Scanlan of the Division of Cooperative Marketing, makes a bulletin of 151 pages. The study of this association which operated during 1921-26 in the states of Virginia, North Carolina and South Carolina, was undertaken at the request of agricultural leaders and business men of the three states, and of the receivers of the association, the purpose and scope of the study is stated as follows: "To enable other cooperators and cooperatives, especially those dealing with tobacco, to benefit by the policies, mistakes and experiences of this association, the economic and social background of Virginia and the Carolinas, the inception of the association, its formation, organic set-up, operations, membership relations, policies, problems, and difficulties, are analyzed in considerable detail. Special effort has been made to emphasize the conditions and policies that led to the suspension of operation of the association in June, 1926."

Organized in 1922 during the unsettled conditions following the close of the World War, this association secured contracts covering approximately 57 per cent of the tobacco acreage of the three states. After handling four crops of tobacco, the association was placed in the hands of a receiver in June, 1926. At that time approximately 96,000 growers had signed contracts. The analysis reveals some of the causes and conditions which led to the downfall and also points out some of the benefits derived from the organization.

Copies of the study (Circular 100) may be procured from the U. S. Department of Agriculture, Washington, D. C.

CORPORATION FINANCES STOCK FEEDERS

Since its inception in 1924 the Producers' Live Stock Credit Corporation, East St. Louis, Ill., has loaned \$1,750,000 to 600 cattle and lamb feeders. The cooperation is a subsidiary of various producer agencies affiliated with the National Live Stock Producers' Association, Chicago, organized to assist in financing feeders who need such help and are found to be good risks. It operates in conjunction with the Federal Intermediate Credit Bank, St. Louis, acting as an intermediary between the borrower and the credit bank. Credits are limited to 80 per cent of the cost of cattle for feeding purposes, and 75 per cent of the cost of lambs.

Cattle loans are made for a period of nine months, and lamb loans for six months, and the borrower has the privilege of paying the entire obligation or any part of it before maturity, and has to pay interest only for the actual time the money is used. The present rate of interest is 7 per cent.

-----0-----

STAPLE COTTON ASSOCIATION OPENS OFFICE IN MEMPHIS

In view of its steadily increasing volume of business, the Staple Cotton Cooperative Association, Greenwood, Miss., has opened an office in Memphis, Tenn., and placed an experienced manager in charge.

A summary of the achievements of the eight years of operation, shows that "beginning in 1921, without resources, facilities, capital, credit, or experience," the association has handled 1,422,304 bales of cotton which it has sold for a total of \$167,319,493. It has secured for its members an average price of 23.26 cents per pound, or \$117.64 per bale, and its total net operating cost for services has averaged 1.28 per cent of gross sales. During the eight years the shipments have been so accurate that rejections were less than two per cent. In 1928 the association shipped 92.82 per cent of its cotton direct to mills.

The association now has a recognized business and financial standing and established outlets wherever staple cotton is used. Through its subsidiary, the Staple Cotton Discount Corporation, cotton growers received production credit the current year to the amount of \$3,037,260.

At the close of business August 31, 1929, the reserves of the association amounted to \$771,761, including \$315,112 operating reserves for contingencies, and \$456,649 advance fund, evidenced by certificates bearing 6 per cent interest.

During the 1928-29 season the officers and directors delivered 26,664 bales of cotton to their association. On October 9 there were 2,586 active contracts in force representing 345,705 bales.

COOPERATIVE BUYING IN WEST VIRGINIA

"Cooperative Buying in West Virginia," Bulletin 221 of the West Virginia Agricultural Experiment Station, Morgantown, tells of "several notable improvements" which have resulted from cooperative buying of farm supplies in that state. Two improvements which the author considers most significant are: a supply of guaranteed high quality products, and a downward revision of the retailing margins. Fourteen warehouse associations and seven car-door buying associations were studied to secure data as a basis for the bulletin.

The text of the bulletin is given largely to plans for organizing and operating buying associations, and the data secured from existing associations are presented mainly in tables to illustrate the points. The author, Paul A. Eke is Assistant Farm Economist of the Experiment Station staff.

-----0-----

COOPERATIVE PURCHASING IN LOUISIANA

Through its Service Department the Louisiana Farm Bureau Federation, Baton Rouge, purchases collectively many of the commodities needed by members for making and handling their crops. This is done with a saving of approximately the difference between wholesale and retail prices.

The principal commodities handled are superphosphate, nitrate and calcium arsenate. During the seven years of operation the Service Department has bought and distributed to its members, 169,690,000 pounds of superphosphate, 81,602,000 pounds of nitrate of soda, and 3,247,750 pounds of calcium arsenate. Now the Department is handling more than 80 lines of commodities, including practically every kind of fertilizer and seed.

The growth of the Service Department through the years is shown by the following figures giving value of commodities handled:

1922-23.....	\$ 211,920
1923-24.....	784,087
1924-25.....	708,442
1925-26.....	909,558
1926-27.....	594,106
1927-28.....	934,106
1928-29.....	1,157,408

FOURTH COOPERATIVE CONFERENCE IN PENNSYLVANIA

The fourth annual Pennsylvania Cooperative Conference will be held November 15 and 16 at the Pennsylvania State College. The principal topic for discussion will be "Membership Problems of Cooperatives." Representatives of a number of dairy organizations will tell of some problems their associations have encountered, and of plans they have adopted to hold the interest and strengthen the morale of their members.

-----0-----

SCHOOL FOR CONSUMERS' COOPERATIVES PLANNED

A cooperative marketing school to be held during the week, July 13 to 19, 1930, has been planned by the educational committee of the Central States Cooperative League, Bloomington, Ill. It is proposed to combine a week's study with recreation, devoting mornings and evenings to lectures, discussions, study of the theory and principles of consumers' cooperation, and problems confronting the movement in this country, while the afternoons will be given to sports and recreation. The committee is urging the 3,000 cooperators affiliated with the League, to take advantage of this opportunity and do everything possible to make the school a success.

-----0-----

VIRGINIA TO HAVE COOPERATIVE CONFERENCE

A Cooperative Marketing Conference lasting six days, is to be held at the Virginia Agricultural and Mechanical College and Polytechnic Institute, Blacksburg, December 16 to 21. According to the tentative program the morning and afternoon sessions of each day are to be devoted to the cooperative marketing of specified products. Dairy products will be considered on Monday; livestock, wool and poultry, on Tuesday; fruits and vegetables, on Wednesday; tobacco and peanuts, on Thursday; and cooperative purchasing, on Friday. The evening sessions will be given to educational motion pictures and special meetings, and Saturday's one session to a special extension conference.

Representatives of well known cooperatives will speak on subjects pertaining to the commodities in which they are especially interested, and opportunities will be given for general discussion. Such topics as recent developments; present status; methods of organization and financing; price stabilization; problems encountered; pooling, grading and inspection; appear under several commodities, as well as topics relating to specific commodities. Specialists from the Virginia Polytechnic Institute, the U. S. Department of Agriculture, and the Federal Farm Board will assist in carrying out the program.

RESOLUTIONS BY WISCONSIN COOPERATIVE LEADERS

Resolutions directed toward the development of a cooperative marketing program for Wisconsin, were adopted at a conference of farm leaders at Marshfield, Wis., October 23, 1929. These resolutions urge the merging of the smaller cooperatives for collective activity; the general use in Wisconsin of marketing contracts; the development of a state-wide program for the education of the youth of the state in the principles of cooperative marketing; the marketing of all livestock through local shipping associations and cooperative terminal sales agencies; a loyal support of the existing state-wide commodity marketing organizations; that the National Cheese Producers' Federation be recognized and endorsed as the foundation for the national marketing of cheese; that Wisconsin butter producers endorse a national butter-sales program; that a national condensery milk producers' organization be developed; and that a national cream-sales organization be developed.

The Marshfield conference was attended by 834 delegates from 60 of the 71 counties in Wisconsin.

-----0-----

STUDY OF FARMERS' POTATO MARKETING ORGANIZATIONS

"Problems in Cooperation and Experiences of Farmers in Marketing Potatoes," is the title of Circular No. 87 of the U. S. Department of Agriculture, prepared by T. B. Manny of the Bureau of Agricultural Economics, in cooperation with the Agricultural Experiment Stations of both Maryland and Virginia.

The circular represents a study of social and economic conditions in the territory known as the Eastern Shore of Virginia and Maryland. This section produces large quantities of potatoes every year and the farmers have operated their own sales organizations since 1900, making this a fertile field for studying problems and experiences.

In the course of the study 898 farmers and 47 merchants and bankers were interviewed personally regarding their experiences with the sales organizations and their opinions on the subject. Leading farmers were selected, omitting tenants and less progressive farmers. These interviews brought out a number of weak points in the association, an important one being that the members assumed little responsibility, a large per cent never attending business meetings. Among the changes suggested by the farmers as needed were the following: More adequate information for members, including daily market reports, more detailed statements with remittances, and knowledge of policies and operations at headquarters; more democratic control; and the introduction of some new and younger elements in the leadership.

REPORTED BY THE ASSOCIATIONS

More than 1,800 new members have been added to the Washington Co-operative Egg and Poultry Association, Seattle, this year, bringing the membership above 9,000. During the annual withdrawal period, October 1 to 15, only 157 persons withdrew.

Northwest Council of Apple Cooperatives is the name of an association formed at Yakima, Wash., October 10, by representatives of six box-apple associations located in Washington and Oregon. The purpose of the new organization is to handle those problems which can be better taken care of collectively than by individual associations.

Sales for the third year of operation of the Glencoe Cooperative Oil Company, Glencoe, Minn., were \$60,617. The larger items making up the total were: gasoline, \$41,197; kerosene, \$11,852; and lubricating oils, \$5,078. Gross income amounted to \$16,008 and net income, \$7,208, or 11.9 per cent of sales. The net worth of the association is \$9,686.

Heavy deliveries of cotton are reported by the Alabama Farm Bureau Cotton Association, Montgomery. More than 45,000 bales had been received on November 1 and cotton was coming in at the rate of 1,500 bales per day. Because of the action of the Federal Farm Board in providing further loans, the Alabama association is prepared to advance 15.64 cents for middling 7/8 inch cotton.

With a recent sale of about 1,500,000 pounds of stemming tobacco, the Northern Wisconsin Cooperative Tobacco Pool, Madison, has disposed of all but a small quantity of the 5,000,000 pounds of 1928 stemming it held off the market last spring and bulk stored in its warehouses. By holding this quantity back from the spring market the association helped to stabilize prices for Wisconsin growers.

In its six years of operation the Louisiana Farm Bureau Cotton Association, Baton Rouge, La., has handled over 215,000 bales of cotton with a value of approximately \$40,000,000. Overhead charges have varied from \$1.65 when handling 55,000 bales, to \$3 when handling only 26,000 bales, according to a report by the management. Last year under the new contract, the members shipped 26,962 bales of which over 85 per cent went to the optional pools.

The Tazewell County Farm Bureau, North Tazewell, Va., reports a gross business of \$328,029 in 1928, compared with \$31,709 in 1918. Net earnings for the past year amounted to \$8,356 which is to be returned to members in the form of Class B stock at the rate of \$2.57 per \$100 patronage. The new stock will share with other common stock in dividends up to 6 per cent and will give each patron a voice in the control of the business. A branch store has been opened at Richlands.

SELECTED LIST OF PUBLICATIONS AND ARTICLES

Camin, Maurice. The Structure and Organization of the Cooperative Movement. VI. - France. Review of International Cooperation, London, England, October, 1929, p. 372.

Development of Consumers' Cooperation in 28 Counties. Monthly Labor Review, Washington, D. C., October, 1929, p. 99.

Hartke, Harry. Financing Dairy Facilities: A Problem in Management. Cooperative Marketing Journal, Memphis, Tenn., September, 1929, p. 140.

Harper, J. D. Is the Farmer Who Sells His Cattle, Hogs and Lambs Through His Local Association Organized? National Live Stock Producer, Chicago, Ill., October, 1929, p. 8.

A Hundred Million Dollar Business: Wisconsin Cooperatives Getting Their Second Wind. Wisconsin Agriculturist and Farmer, Racine, Wis., October 19, 1929, p. 3.

McPhail Deals With Compulsory Pool: Sets Fourth Frankly Why He Refuses to Support Compulsory Legislation. Western Producer, Saskatoon, Sask., October 17, 1929, p. 1.

Monahan, Leo C. Vineyardists' Organization Among First to be Ready to Plead Cause of Members Before Board. The Cooperative, San Francisco, Calif., August, 1929, p. 14.

Reid, Edwy B. Getting Loans Through Co-op Membership: How the Intermediate Credit Banks Serve. National Live Stock Producer, Chicago, Ill., November, 1929, p. 9.

Saskatoon Dairymen Benefit by Pooling: Milk Pool Builds 100 Per Cent Membership on Own Merits. Western Producer, Saskatoon, Sask., October 24, 1929, p. 28.

Thompson, Dave. WLS and the Chicago Milk Strike. Cooperative Marketing Journal, Memphis, Tenn., September, 1929, p. 136.

Tobacco Farmers Helpless Without Organization. (Editorial) Southern Planter, Richmond, Va., October 15, 1929, p. 10.

Walworth, G. Organizing the Farmers: Cooperation a Better Way Than Joint Stock Companies. The Cooperative News, Manchester, England, October 19, 1929, Supplement, p. iv.